



> Employee benefits lead generation and plan analysis tools to help you increase your market share.



OVERVIEW:

The American Directory of Group Insurance and the Directory of Self-Funded Group Plans provide the freshest, most accurate data on the market with the tools you need to analyze it and drive your business forward.



- Plan decision-maker emails

- Robust search tools with more than 100 different searchable fields



- Critical data including size of the plan, its funding arrangements, lines of coverage, premiums, and other plan facts

- Presentation-ready reports

What are the Group Directories?

The American Directory of Group Insurance and the Directory of Self-Funded Group Plans support the lead generation and prospecting efforts of sales and marketing professionals in the employee benefits space with current, comprehensive and accurate form 5500 data and tools. At every step leading up to prospective client appointments, the directories deliver valuable data and tools to help you grow your market share.

Connect with one of our knowledgeable reps today.

Call 800-231-0669, option 1 | Email sales@judydiamond.com

Visit www.judydiamond.com/Group-Insurance-Directory

www.judydiamond.com/Self-Funded-Directory



Top 5 Things You Can Accomplish with the Group Directory and Self-Funded Directory

1

Find Plans That Look Like Your Best Clients

- Think about what your most profitable customers have in common with one another. They might have a similar number of participants, belong to a certain industry, be located in a certain area, or offer certain voluntary benefits. Whatever they look like, the Group Directory and Self-Funded Directory can help you *find more plans just like them*.

2

Prioritize Leads with Current and Comprehensive Data

- Not even the Department of Labor's free online database can match the amount of historical perspective we provide on each plan. With filings dating as far back as 1999 in our tools, you can familiarize yourself with the long-term context in which plan decision-makers are operating and tailor your pitch to their individual situation.
- Monthly updates from the DOL keep our database fresh and our information meaningful. Other vendors imply their data is more recent than ours, but they are relying on data gimmicks to do so. Don't be misled.

3

Outsell the Competition

- Target your competitors' clients. We have an exhaustive data cleansing process that results in far more accurate search results when you look for plans that are serviced by competing brokers, carriers or other providers.
- Estimate the strength of a plan's relationship with its providers by looking at the length of their relationships – courtesy of the graphical timelines we create using our unparalleled amount of plan historical data.
- Adjust your pricing based on the current providers' fees and commissions to appear more favorable.

1-800-FLOWERS TEAM SERVICES INC
 1-800-FLOWERS TEAM SERVICES INC GROUP HEALTH AND WELFARE PLANS
 Employer ID #: 11-3187400 Plan #: 501

Years Available: 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

Schedule A Carriers: 5
 Schedule C Providers: 0
 Carrier Premiums: \$742,148

Carriers Timeline 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

ANTHEM BCBS
 BCBS OF IL
 CIGNA
 HARTFORD
 KAISER FOUNDATION HEALTH PLAN
 MCKINLEY LIFE
 METLIFE
 PRINCIPAL LIFE INSURANCE CO
 UNITED HEALTHCARE
 UNITED OF OMAHA

Sponsor Contact Info
 1-800-FLOWERS TEAM SERVICES INC
 Employer ID #: 11-3187400 Plan #: 550
 Address: 1 Old Country Rd Ste 500
 Address 2:
 City: Carle Place, NY 11514-1847
 County: Null
 Parent Company:
 Parent City:
 Website:

Plan Report
 American Directory of Group Insurance Plans - Gold Edition
 MCKESSON CORP
 10000 W. 16th Ave, Suite 1000, Golden, Colorado 80401
 Phone: 303.440.2000
 Fax: 303.440.2000
 Email: info@mckesson.com
 Website: www.mckesson.com

Carrier and Provider Details Page

Exclusive Plan Sponsor Contact Details

Exclusive Plan Sponsor Contact Details



Schedule Meetings with Plan Decision-Makers

- Finding the right targets and using plan details and competitive information to craft your pitch are important, but only if you can reach the right people at the plan. We reach out to the plans directly to obtain the names, titles and email addresses of their plan decision makers (HR, benefits and CFOs) so you will know how to get in front of the leaders.

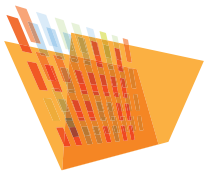


Impress Prospects with Your Grasp of Their Needs

- Download presentation-ready reports on each plan before you head into your client meetings so you have all of the key facts and figures on hand and professionally laid out. Alternatively, download your results into Excel for maximum efficiency.

Who should consider using these directories?

- Sales and marketing professionals in the insurance industry looking to find new qualified employee benefits leads or validate current leads.
- Sales and marketing professionals who need to assess competitive offerings and prices to inform important decisions and marketing plans.



Request a Free Trial

Find out if the American Directory of Group Insurance and the Directory of Self-Funded Group Plans are the right solutions for your team's lead generation and plan analysis needs with a free trial subscription.

Visit www.judydiamond.com/Group-Insurance-Directory
www.judydiamond.com/Self-Funded-Directory





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